

Message Text

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PAGE 01 MOSCOW 08263 191804Z
ACTION EUR-12

INFO OCT-01 ISO-00 EB-08 /021 W
-----083967 201520Z /72
R 191742Z APR 78
FM AMEMBASSY MOSCOW
TO SECSTATE WASHDC 0716
INFO USDOC WASHDC

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USDOC FOR BEWT

E.O.11652:N/A
TAGS:BTRA, UR
SUBJECT: TRAVEL OF A.T.&T. EXECUTIVES TO THE USSR

REF: (A) MOSCOW 7707, (B) MOSCOW 7071, (C) STATE 80151

1. CHASE MANHATTAN REPRESENTATIVE BUCKMAN TELLS US HE RECEIVED TELEX MESSAGE FROM WESTERN ELECTRIC OFFICIAL EDWARD E. HESLIN, EAST EUROPEAN MARKETING VICE PRESIDENT, FOR DELIVERY TO DEPUTY MINISTER OF COMMUNICATIONS V.I. GLINKA. MESSAGE, WHICH WAS HAND-DELIVERED TO GLINKA ON APRIL 19, MENTIONS PREVIOUS CONVERSATIONS BETWEEN HESLIN AND GLINKA AND ASKS THAT MINISTRY OF COMMUNICATIONS SPONSOR THE VISIT OF MESSRS. DEBUTTS, BROWN AND PROCKNOW. IT ALSO SOLICITS SUPPORT FOR THEIR VISA REQUESTS AND ASKS THAT MEETINGS BE ARRANGED WITH PREMIER KOSYGIN, MINISTER OF FOREIGN TRADE PATOLICHEV, MINISTER OF COMMUNICATIONS TALYZIN, CHAIRMAN OF THE STATE COMMITTEE ON SCIENCE AND TECHNOLOGY (SCST) KIRILLIN, STATE BANK CHAIRMAN ALKHIMOV AND MINISTER OF COMMUNICATIONS EQUIPMENT INDUSTRY PERVYSHIN AND OTHERS THE MINISTRY MIGHT RECOMMEND. HESLIN MESSAGE ASKS MINISTRY OF COMMUNICATIONS TO CONVEY ITS RESPONSE TO BUCKMAN AS "REPRESENTING HIM" IN ARRANGING
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VISIT.

2. FYI: BUCKMAN EXPRESSED SURPRISE THAT A.T.&T. HAS TASKED HIM WITH ARRANGING THE SCHEDULE FOR THE VISITORS. HE EXPLAINED THAT DEBUTTS IS FRIEND OF DAVID ROCKEFELLER AND NOTED THAT AT&T IS IMPORTANT CUSTOMER OF CHASE, BUT MADE CLEAR HE HAD IN NO WAY SOLICITED ROLE OF "REPRESENTATIVE."

END FYI.

3. WE AGAIN SPOKE WITH MINISTRY OF COMMUNICATIONS OFFICIAL NOVIKOV UPON RECEIPT OF THIS NEWS (NOVIKOV DID NOT YET KNOW OF THE LATEST MESSAGE) AND EMPHASIZED IMPORTANCE OF LIMITED OFFICIAL USE

EARLY ANSWER TO QUESTION OF SPONSORSHIP OF VISIT AND COORDINATION OF SCHEDULE. ALTHOUGH HE SOUNDED PERSONALLY OPTIMISTIC, NOVIKOV SAID HE WOULD NOT HAVE FIRM ANSWER ON THESE POINTS UNTIL NEXT WEEK, AFTER THERE HAVE BEEN FURTHER CONTACTS WITH SCST.

4. ACTION REQUESTED. PLEASE PASS THE FOREGOING (EXCEPT PARA. 2) TO A.T.&T. AND WESTERN ELECTRIC. WE WOULD APPRECIATE BEING INFORMED WHETHER THESE FIRMS HAVE RECEIVED INFORMATION CONTAINED IN REFTELS A AND B. CHASE REPRESENTATIVE BUCKMAN, WHO HAS BEEN IN TELEPHONIC CONTACT WITH WESTERN ELECTRIC, INDICATES THAT HIS DISCUSSANT APPEARS UNAWARE OF ANY ACTION TAKEN BY EMBASSY. FOR EXAMPLE, HESLIN TELEX TO GLINKA APPEARS INNOCENT OF FACT THAT AMBASSADOR RAISED QUESTION OF MEETING DIRECTLY WITH PATOLICHEV. IN LIGHT OF HESLIN TELEX, WE HAVE NOW WRITTEN TO STATE BANK AND MINISTRY OF COMMUNICATIONS INDUSTRY FOR APPOINTMENTS, SINCE WE HAD ALREADY DONE SO WITH OTHER MINISTRIES AND INSTITUTIONS IN WHICH A.T.&T. HAD EXPRESSED LIMITED OFFICIAL USE

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INTEREST. WE ARE PRESENTLY IN DOUBT, HOWEVER - AS IS THE CHASE REPRESENTATIVE - ABOUT WHO IS SUPPOSED TO BE SEEKING THE APPOINTMENTS FOR THE COMPANY OFFICIALS. WE ARE, OF COURSE, CLOSELY COOPERATING WITH CHASE, BUT WE BELIEVE THAT RESPONSIBILITY SHOULD BE IN ONE CHANNEL OR THE OTHER. COULD DEPARTMENT DISCUSS THIS WITH A.T.&T. AND WESTERN ELECTRIC AND LET US KNOW THEIR DESIRES? TOON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 jan 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 19 apr 1978
Decaption Date: 01 jan 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 20 Mar 2014
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1978MOSCOW08263
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Expiration:
Film Number: D780169-0362
Format: TEL
From: MOSCOW
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1978/newtext/t19780440/aaaabhrw.tel
Line Count: 101
Litigation Code IDs:
Litigation Codes:
Litigation History:
Locator: TEXT ON-LINE, ON MICROFILM
Message ID: a9858bab-c288-dd11-92da-001cc4696bcc
Office: ACTION EUR
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: 78 MOSCOW 7707, 78 MOSCOW 7071, 78 STATE 80151
Retention: 0
Review Action: RELEASED, APPROVED
Review Content Flags:
Review Date: 05 may 2005
Review Event:
Review Exemptions: n/a
Review Media Identifier:
Review Release Date: N/A
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
SAS ID: 2919983
Secure: OPEN
Status: NATIVE
Subject: TRAVEL OF A.T.&T. EXECUTIVES TO THE USSR
TAGS: BTRA, UR
To: STATE
Type: TE
vdkgvwkey: odb://SAS/SAS.dbo.SAS_Docs/a9858bab-c288-dd11-92da-001cc4696bcc
Review Markings:
Sheryl P. Walter
Declassified/Released
US Department of State
EO Systematic Review
20 Mar 2014
Markings: Sheryl P. Walter Declassified/Released US Department of State EO Systematic Review 20 Mar 2014